

Message Text

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ACTION EB-03

INFO OCT-01 SS-14 ISO-00 NEA-06 EUR-10 ARA-10 AF-04 EA-13

SCEM-01 NSC-10 NSCE-00 TRSE-00 COME-00 CIAE-00 INR-10

NSAE-00 RSC-01 PM-03 DODE-00 L-02 DRC-01 /089 W

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R 281832Z SEP 73

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 4341

INFO AMEMBASSY ABU DHABI

AMEMBASSY ATHENS

AMEMBASSY BEIRUT

AMEMBASSY BONN

AMEMBASSY BRASILIA

AMEMBASSY BRUSSELS

AMEMBASSY CARACAS

AMEMBASSY JAKARTA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LAGOS

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY TEHRAN

AMEMBASSY THE HAGUE

AMEMBASSY TOKYO

AMEMBASSY TRIPOLI

AMEMBASSY VIENNA

USINT ALGIERS

USMISSION EC BRUSSELS

USMISSION OECD PARIS

C O N F I D E N T I A L LONDON 11203

LIMDIS

BEIRUT ALSO POUCH BAGHDAD

E.O. 11652: XGDS-1

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TAGS: ENRG

SUBJECT: OPEC NEGOTIATIONS: OIL INDUSTRY PREPARATION
BEGUN BY LONDON POLICY GROUP

REF: LONDON 11036 (NOTAL)

1. OIL INDUSTRY PREPARATIONS FOR OCTOBER 8 MEETING IN VIENNA WITH OPEC REPRESENTATIVES BEGAN WITH LONDON POLICY GROUP (LPG) SESSIONS HELD SEPTEMBER 25-26. GEORGE PIERCY, EXXON, WILL HEAD INDUSTRY NG TEAM COMPRISED OF ANDRE BENARD OF CFP, PETER WALTERS OF BP, AND TWO AS YET UNNAMED AMERICANS.

2. EXPERTS COMMITTEES HAVE BEEN SET UP TO HANDLE ECONOMIC (PROFIT RETURN, CRUDE PRICE DIFFERENTIAL, INFLATION, TRANSPORTATION), LEGAL AND PUBLIC RELATIONS ASPECTS OF NEGOTIATIONS. COMMITTEES WILL MEET IN LONDON AND NEW YORK PRIOR TO CHIEFS MEETINGS IN LONDON ON OCTOBER 5.

3. CONSUMER GOVERNMENT CONTACTS RECEIVED CONSIDERABLE ATTENTION AND CONSENSUS WAS REACHED THAT SPECIAL EFFORT MUST BE MADE TO IMPROVE ON LPG'S SPOTTY PAST PERFORMANCE IN THIS AREA. WHENEVER POSSIBLE BRIEFERS OF CONSUMER GOVERNMENTS WILL BE WELL-VERSED MEMBERS OF LPG ITSELF INSTEAD OF LOCAL COMPANY REPRESENTATIVES. INCOMPLETE LIST OF BRIEFING ASSIGNMENTS INDICATES HOWEVER THAT TRADITIONAL PATTERN WILL BE FOLLOWED: EXXON - /S, ITALY, DENMARK, FINLAND; MOBIL - GERMANY, GREECE, PORTUGAL; SHELL - NETHERLANDS, BELGIUM, POSSIBLY EEC; CFP - FRANCE; SOCAL - JAPAN. (SHELL WILL UNDOUBTEDLY DUPLICATE BRIEFINGS OF FRANCE AND JAPAN WHILE EXXON PROBABLY WILL CONTACT EEC ALSO.)

4. INDUSTRY SOURCE REPORTS EXXON MADE STRONG PITCH FOR SPECIAL BRIEFING OF OECD HIGH LEVEL GROUP REPRESENTATIVE (PRESUMABLY WANSINK OR REINFRANK) WHO WOULD HAVE RESPONSIBILITY FOR THEN INFORMING ALL MEMBERS OF HLG. NO DECISION HAS BEEN TAKEN AS YET ON THIS POINT AND EXXON CAN BE EXPECTED TO PRESS ISSUE AGAIN NEXT WEEK. QUESTION OF CONSULTATION (AS OPPOSED TO INFORMATIONAL CONFIDENTIAL

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BRIEFING) WITH HLG MEMBERS NOT RPT NOT PROPOSED OR DISCUSSED. ANNENBERG

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